

April 2018



"Don't judge each day by the harvest you reap, but by the seeds you plant."

- Robert Louis Stevenson



### Dates to Remember

**June:** Major Gifts Donor Panel - Talking About Their Philanthropy  
*Date/time/venue to be advised*

**August:** AFP Fundamentals of Fundraising Course  
*August 23 & 24, 8:00am-5:30pm  
The Salvation Army-Manoa*

**September:** Donor Relations Workshop *September 11, 9:00-11:00am*  
*Presenter: Lynne Wester, Partner, Donor Relations Guru Group  
Ala Moana Hotel*

**November:** Annual National Philanthropy Day (NPD) Conference & Awards Luncheon  
*Thursday, November 15  
Alohilani Resort Waikiki Beach (formerly the Pacific Beach Hotel)*

**December:** AFP Annual Meeting & Luncheon  
*December 4, 11:30am-1:00pm  
Guest Speaker: Dr. Maya Soetoro-Ng, Co-Founder, Ceeds of Peace  
The Pacific Club*

## The Kim Klein Neighbor Island Tour Was a Resounding Success!



*Kim Klein addresses participants at Hawai'i Community College in Kona*

More than 100 neighbor island non-profit organization staff and volunteers attended Kim Klein's presentations "Getting Money in the Door" on Hawai'i Island (Hilo and Kona) on March 2 and Maui on March 3. Each presentation was well-received. Klein shared her expertise in helping grass-roots organizations raise more money. She is a partner in the firm Klein and Roth and has written the book, Fundraising for Social Change, that's in its 7th printing. The workshops provided practical information, opportunities to interact with the presenter, and a chance to network with other attendees.

These sessions were made possible by the help of many. We would like to thank the Hawai'i Community Foundation and the University of Hawai'i Foundation for their sponsorship of the workshops. Their generous support helped keep the fees more reasonable for all attending. The Aloha Chapter's statewide mission of education, advocacy, and mentoring in the field of fundraising is made possible in part because of HCF's and UHF's community leadership.

We would also like to thank Andrea Furuli, Regional Director of Development Hawai'i Island at the UH Foundation for her assistance in arranging venues for the Hilo and Kona presentations, and to board member Cynthia Lallo, CFRE, who helped secure the Maui location. And lastly, thank you to our Professional Advancement Committee--Martha Hanson, Chair, and

[View website calendar...](#)



**Jeeyun Lee, MSW**  
*Executive Director*  
Hawaii Nature Center

**Kristen Namba Reed**  
*Co-Director of Development*  
Holy Nativity School

**Now, more than ever, you must invest in yourself!** And it's your professional community and the Association of Fundraising Professionals can offer you the best resources-at the best value for your membership dollar-to help you and your organization succeed.

**Did you know that AFP members receive the AFP Compensation & Benefits Report free?** The report priced at \$79 for non-members contains full data tables for salaries and benefits across all job positions and factors. It also contains data about how fundraisers view their jobs and the profession. Members can download the free report by visiting the [AFP Bookstore](http://afpbookstore.org/) at <http://afpbookstore.org/>.

If you are interested in AFP membership, please go to [Join AFP](#), or contact our Membership Chair, KC Collins, CFRE at [KC.Collins@uhfoundation.org](mailto:KC.Collins@uhfoundation.org) for more information.

**Are you going to the AFP International Conference?**



The 55th AFP International

members Brooke Carroll and Cathy Alsup, CFRE, for their planning and coordination efforts. Martha was also the onsite session coordinator for Hawai'i Island and Cathy spent her Saturday assisting at the Maui session.

## Member Spotlight: Ms. Brooke Carroll, Associate VP & Chief Development Officer, Hawai'i Pacific University



**L-R: Brooke Carroll, HPU President John Gotanda, Dr. Allen Zecha, HPU VP of University Relations Sam Moku**

It was a great day for Brooke Carroll and the students and faculty of Hawai'i Pacific University. HPU recently received a \$1-million gift from global businessman and HPU Trustee Emeritus, Dr. Allen Zecha. The money will be used to establish a school of engineering and support other student programs and initiatives. [Read more...](#)

Aloha Chapter member Brooke Carroll is currently a member of the Professional Advancement committee and last year served on the Membership committee. We interviewed Brooke to get to know her a little better:

### **How long have you been at your current organization?**

I joined HPU in July of 2017. The University brought me on board to lead their upcoming campaign and expand operations in the development office. In the next few months we will be hiring for several positions, which I hope to fill with AFP members.

### **Is there anything you'd like to share about your recent gift from Dr. Zecha?**

Dr. Zecha is an inspiring philanthropist - in fact, he received the Outstanding Philanthropist Award from AFP in 2014. It has been a privilege to get to know him and his wife and to help facilitate their commitment to education in Hawaii. Their dedication to supporting and making an impact in the lives of our students inspires our whole team. This is the largest unrestricted gift that HPU has ever received. It's a testament

**Fundraising Conference  
April 15-17, 2018  
New Orleans, Louisiana**

AFP's International Fundraising Conference is right around the corner, April 15-17! You can still register for the conference, as well as the Pre-Conference Workshops. If you are attending, please contact Aloha Chapter President Cathy Alsup at [cathy.alsup@cancer.org](mailto:cathy.alsup@cancer.org). For more information about the conference, please visit <http://afpfc.com>.



**CFRE International**

**Are you thinking about taking the CFRE exam?** We are looking at convening a study group for the CFRE hopefuls/test takers! As a group, we can walk through the application process, study topics, and provide general moral support. If you are interested, please contact Aloha Chapter President-Elect, Angie Britten at [angela.britten@hilt.org](mailto:angela.britten@hilt.org). For more info about the CFRE credential, visit: [www.cfre.org](http://www.cfre.org).

**Post your job with AFP**

The Aloha Chapter has an easy-to-use online process to post job announcements for Hawaii's nonprofit organizations! Post a job now and ensure your post is seen by nearly 1000 of our contacts, friends and associates.

[Post now...](#)

**On the job hunt?** Check out the latest fundraising jobs available in Hawaii such as this:

[Grants and Development Manager](#)  
Life Foundation/CHOW Project

[Development Director](#)  
Aloha Council/Boy Scouts of

to his long-standing relationship with the University and his faith in our ability to steward his gift. I was honored to be a part of it.

**How long have you been an AFP member?**

I joined AFP in July 2017.

**What encouraged you to join AFP?**

I grew up in Hawaii, and so I understand the importance of being part of the community. AFP has a great track record of fostering relationships between members and it seemed like a great way to meet my fellow fundraising professionals.

**Are you involved or a member of other organizations?**

I am a member of CASE and ADRP. Both of those organizations provide valuable educational opportunities, but AFP's regional chapter structure helps us meet the specific needs of our own communities and focus on successful strategies for each area.

**What is your favorite pastime?**

Either golf or scuba diving. Lucky for me, both are readily accessible in Hawaii.

**If asked for a good place to eat, where would you recommend?**

I live on the windward side of the island, which has a lot of great restaurants to choose from. I probably spend the most time at either Haleiwa Joe's or Buzz's Steakhouse.

**If you were given a free vacation, where would you go?**

Probably somewhere in Indonesia. I am heading to Bali and East Java in May for my second visit. One of my best vacation memories was having baby goats eat bananas out of my hands.

**AFP Aloha Chapter Receives Ten Star and Friends of Diversity Honor**



The Association of Fundraising Professionals (AFP) Aloha Chapter has been named a **2017 Ten Star Chapter**.

Every year, AFP, the largest association of professional fundraisers in the world, honors chapters for achieving objectives that align with key goals in its strategic plan.

America

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Sacred Hearts Academy

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**Get Involved--Join an Aloha Chapter Committee!** View the list of [2018 Aloha Chapter Committees](#). You may contact the chair directly or if you have any questions, please contact Chapter Administrator Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org) for assistance.


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Chapters receive the Ten Star Award for performing specific activities designed to increase professionalism within fundraising and public awareness of the importance of philanthropy. In 2017, 78 of 244 AFP chapters were named Ten Star Chapters, so the Aloha Chapter is one of a select group of chapters to earn this honor.

Ten Star Chapters are recognized at the 2018 AFP International Conference on Fundraising. Chapters also earn the privilege of displaying the Ten Star logo on their website, newsletters and stationary.

Criteria for the award are determined by AFP International Headquarters. A list of several goals is published annually, and chapters must accomplish 10 of these goals during the year and submit a nomination form for verification to be honored.

The Association of Fundraising Professionals (AFP) Aloha Chapter has been named a **2017 Friends of Diversity Designation** Chapter.

Chapters receive the Friends of Diversity Designation for performing specific activities designed to increase diversity and inclusion within fundraising and public awareness of the importance of philanthropy. Of the 244 chapters in AFP, 82 chapters received the 2017 Friends of Diversity Designation.

Friends of Diversity Chapters are recognized at the 2018 AFP International Conference on Fundraising. Chapters also earn the privilege of displaying the Friends of Diversity logo on their website, newsletters and stationary.

Criteria for the award are determined by AFP International Headquarters. A list of several goals is published annually, and chapters must accomplish 7 of these goals during the year and submit a nomination form for verification to be honored.